

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington D.C. 20549

# ANNUAL AUDITED REPORT

FORM X-17
PART III

MAR 0-4 2002

OMB APPROVAL

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Information Required of Brokers and Dealers Burgaaht to Section 17 of the
Securities Exchange Act of 1934 and Rule 172-57 hereunder

REPORT FOR THE PERIOD BEGINNING	G 08/24/01	AND ENDING	12/31/01
	MM/DD/YY		MM/DD/YY
A. 1	REGISTRANT IDEN	NTIFICATION	(C) (C) (C)
NAME OF BROKER-DEALER:			OFFICIAL USE ONLY
GERSON LEHRMAN GROUP BROKERAGE SERVICES, LLC			
ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.)			FIRM ID. NO.
11 East 44th Street,	11th Floor		
	(No. and Street)	<del></del> _	<del></del>
New York,	NY	10017	
(City)	(State)	(Zip Code)	
NAME AND TELEPHONE NUMBER OF PI	ERSON TO CONTACT IN	REGARD TO THIS REPO	ORT
John Sommer		(212)-	838-6900
		(Area Code- T	elephone Number)
<b>D</b>			
INDEPENDENT PUBLIC ACCOUNTANT W	ACCOUNTANT IDEN		
•	vitose opinion is contained	in this report	
Goldstein Golub Kessler LLP			
	(Name - if individual, state last, fir	rst, middle name)	
1185 Avenue of the Americas,	New York,	NY	10036
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			DD/o o
Certified Public Accountant  Public Accountant	•		PROCESSED
Accountant not resident in United St	ates or any of its possession	is.	MAR 2 1 2002
	FOR OFFICIAL USE	ONLY	THOMSON
			FINANCIAL
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<sup>\*</sup> Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### OATH OR AFFIRMATION

I,	ommer swear (or affirm) that, to the
:	knowledge and belief the accompanying financial statement and supporting schedules pertaining to the firm of
December 3	1
prietor, prin	cipal officer or director has any proprietary interest in any account classified soley as that of a customer, except as follows:
	Jak Janny
	Signature
	— CFO  Title
	O B
This report*	PETER Parties Sesse of New York Noeary Parties Sesse of New York No. 31-Meta 277 Ornelisied in New York County Commission Expires March 30, 19  Commission (check all applicable boxes):
<b>✓</b> (a)	Facing Page.
<b>(</b> b)	Statement of Financial Condition.
(c)	Statement of Lagrange (Legal)x Operations.
[] (d)	Statement of Changesin Financial Constition Cash Flow.
(e)	Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital.
(f)	Statement of Changes in Liabilities Subordinated to Claims of Creditors.
(g)	Computation of Net Capital.
(h)	Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3.
(i)	Information Relating to the Possession or control Requirements Under Rule 15c3-3.
	A Reconciliation, including appropriate explanation, of the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3.
(k)	A Reconciliation between the audited and unaudited Statements of Financial Condition with respect to methods of consolidation.
<b>(</b> 1)	An Oath or Affirmation.
(m)	A copy of the SIPC Supplemental Report.
(n)	A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup> For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e) (3).



### GOLDSTEIN GOLUB KESSLER LLP

Certified Public Accountants and Consultants



#### INDEPENDENT AUDITOR'S REPORT

To the Member of Gerson Lehrman Group Brokerage Services, LLC

We have audited the accompanying statement of financial condition of Gerson Lehrman Group Brokerage Services, LLC (a wholly owned subsidiary of Gerson Lehrman Group Inc.) as of December 31, 2001. This financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the statement of financial condition is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the statement of financial condition. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall statement of financial condition presentation. We believe that our audit of the statement of financial condition provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to above presents fairly, in all material respects, the financial position of Gerson Lehrman Group Brokerage Services, LLC as of December 31, 2001 in conformity with accounting principles generally accepted in the United States of America.

Tei Soleh Kessler LI/

**GOLDSTEIN GOLUB KESSLER LLP** 

February 15, 2002

### GERSON LEHRMAN GROUP BROKERAGE SERVICES, LLC

#### STATEMENT OF FINANCIAL CONDITION

December 31, 2001		
ASSETS		
Cash	\$469,127	
Due from Broker	410,408	
Total Assets	\$879,535	
LIABILITIES AND MEMBER'S EQUITY		
Liabilities - due to Parent	\$779,535	
Member's Equity	100,000	
Total Liabilities and Member's Equity	\$879,535	

#### GERSON LEHRMAN GROUP BROKERAGE SERVICES, LLC

### NOTES TO STATEMENT OF FINANCIAL CONDITION December 31, 2001

1. ORGANIZATION
AND SUMMARY
OF SIGNIFICANT
ACCOUNTING
POLICIES:

Gerson Lehrman Group Brokerage Services, LLC (the "Company") is a wholly owned subsidiary of Gerson Lehrman Group Inc. ("GLG" or the "Parent").

The Parent's principal business is to provide investment management professionals with knowledge from experts in the areas of communications and information technology, healthcare and biomedical technology, and power and energy. The Parent established the Company as a broker-dealer so as to accept payment via directed brokerage commissions for the research services the Parent provides to its clients.

At times, the Company maintains cash deposits in financial institutions that exceed federally insured limits. The Company has not experienced any losses with respect to these deposits.

The Company does not carry accounts for customers or perform custodial functions related to customers' securities. The Company introduces all of its customer transactions, which are not reflected in this financial statement, to its clearing broker, which maintains the customers' accounts and clears such transactions. Additionally, this clearing broker provides the clearing and depository operations for the Company's proprietary securities transactions. These activities may expose the Company to off-balance-sheet risk in the event that customers do not fulfill their obligations with the clearing broker as the Company has agreed to indemnify the clearing broker for any resulting losses.

This financial statement has been prepared in conformity with accounting principles generally accepted in the United States of America which require the use of estimates by management.

As a single member limited liability company, the Company is not subject to federal, state or local income taxes. The Company's income or loss is reportable by its Member on its corporate income tax return.

2. DUE FROM CLEARING BROKER:

The clearing and depository operations for the Company's security transactions are provided primarily by a broker pursuant to a clearance agreement. At December 31, 2001, the amount due from broker represents cash maintained at the clearing broker and commissions receivable earned as an introducing broker for the transactions of its customers.

The Company has agreed to indemnify its clearing broker for losses that the clearing broker may sustain from customer accounts introduced by the Company. As of December 31, 2001, no material amounts were owed to the clearing broker by these customers in connection with normal margin, cash and delivery against payment transactions.

### GERSON LEHRMAN GROUP BROKERAGE SERVICES, LLC

## NOTES TO STATEMENT OF FINANCIAL CONDITION December 31, 2001

### 3. RELATED PARTY TRANSACTIONS:

The Company has entered into an operating agreement with the Parent whereby the Parent will pay all the operating expenses of the Company for a period of one year. This contract is renewable annually at the election of the Parent. The Parent established the Company as a broker-dealer for the purpose of collecting commissions from its clients as payment for the research services it provides.

### 4. NET CAPITAL REQUIREMENT:

As a registered broker-dealer, the Company is subject to the Securities and Exchange Commission's Uniform Net Capital Rule 15c3-1, which requires the maintenance of minimum net capital. The Company computes its net capital under the aggregate indebtedness method permitted by rule 15c3-1, which requires that the Company maintain minimum net capital, as defined, of 12.5% of aggregate indebtedness, as defined, or \$5,000, whichever is greater. Additionally, the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1.

At December 31, 2001, the Company had net capital, as defined, of \$100,000, which exceeded its minimum net capital requirement of \$97,442 by \$2,558. The Company's ratio of aggregate indebtedness to net capital was 7.8 to 1 at December 31, 2001.



#### GOLDSTEIN GOLUB KESSLER LLP

Certified Public Accountants and Consultants



INDEPENDENT AUDITOR'S SUPPLEMENTARY REPORT ON INTERNAL CONTROL

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To the Member of Gerson Lehrman Group Brokerage Services, LLC

In planning and performing our audit of the financial statements and supplemental schedule of Gerson Lehrman Group Brokerage Services, LLC (a wholly owned subsidiary of Gerson Lehrman Group Inc.) for the period from August 24, 2001 (date operations commenced) to December 31, 2001, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001 to meet the SEC's objectives.

This report recognizes that it is not practicable in an organization the size of Gerson Lehrman Group Brokerage Services, LLC (a wholly owned subsidiary of Gerson Lehrman Group Inc.) to achieve all the divisions of duties and cross-checks generally included in a system of internal control and that, alternatively, greater reliance must be placed on surveillance by management.

This report is intended solely for the information and use of the board of directors, management, the SEC, the National Association of Securities Dealers, Inc. and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

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**GOLDSTEIN GOLUB KESSLER LLP** 

February 15, 2002